



# TEAM 3 BREAKOUT

*ESC PRESIDENTS' FORUM*

## Outline

- Six Possible Models (Concepts)
- Approaches/Themes (Organizing)
- Issues
- Questions



# TEAM 3 BREAKOUT

*ESC PRESIDENTS' FORUM*

- Classic DoD model
- Fee for Service Model
- GTN Model
- Organic Model - User is the developer
- Commercial - COTS/GSA used “as-is”
- Strategic Alliance Model - joint venture of interested parties sharing award/reward
  - Participants: DoD (as participant not just customer), Industry



# TEAM 3 BREAKOUT

ESC PRESIDENTS' FORUM

- Where should the core competencies reside?
  - AF looks for an application source provider
    - The internet language will be the next language instead of a stand alone application
- C2 should be web enabled solution
  - linked with legacy software
  - DII-COE??
  - Global Transportation Network Model - yahoo with subscription database behind it with Pointcast in it's future
    - success w/in constraints



# TEAM 3 BREAKOUT

*ESC PRESIDENTS' FORUM*

- Need for defense contractors to adapt to IT business techniques
- Partnership btwn DC and IT for investment and development into a .com model
- “Contracted Air Force” concept
  - Never cheaper for industry to do something (versus in-house) unless there is an additional market for it.
- Application Service Model
  - Works with a common service ex. Medical service
  - Why don't we business process engineer?
  - Reduces training requirements
  - DoD selected high level architecture for Interoperability
    - No difference than TCP-IP



# TEAM 3 BREAKOUT

ESC PRESIDENTS' FORUM

- Total Service Model - Concept of Fee for service vs. current gov't procurement of goods
  - Incentivize industry to provide end product (buy solution)
  - Long-term contract option possibilities (15+ years)
  - Teaming relationship w/ collaborative effort
  - Gov't out of OT&E, configuration control
  - Initial process takes same amount of time up front, then faster
- Difference from Commercial
  - Mission critical
  - Value added to being at the head of the competition
  - Forward leaning
  - Funds
  - Willing to partner



# TEAM 3 BREAKOUT

ESC PRESIDENTS' FORUM

- Problem of nailing down the requirements
  - Users are changing
  - Business can't get to the user to effect change
  - Who are the real decision makers
  - Process issue
  - How to build discipline in the system to build/field/update the systems that you need
    - Hardware systems have discipline
    - Lacking in software system
  - Requirements when user is involved are constantly changing - keep user close but not intimately involved
  - Affordability
  - Mistrust of contractors' solutions for operational user
    - Misunderstanding of requirements
    - < 100% solution
    - Investment into Technology Planning



# TEAM 3 BREAKOUT

*ESC PRESIDENTS' FORUM*

- Legacy systems Legacy System
  - Cannot afford to upgrade/maintain
  - Make Legacy Systems cheaper to operate



# TEAM 3 BREAKOUT

ESC PRESIDENTS' FORUM

- Collaborative Commerce/Environment
  - Web-based, dynamic environment
  - Instantaneous evolution
  - Answer to requirements drag
  - Consensus vs Collaborative
  - Budget lead-time is outside of the turn circle of the IT environment
  - Need to use more multi-year appropriations - R&D extended
  - Occurs at all levels - worker/O-6/General Officer





# TEAM 3 BREAKOUT

*ESC PRESIDENTS' FORUM*

What's  
Next???